

CLAIMS

What is claimed is:

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- 1 1. A method for generating revenue, comprising:
 - 2 a) appointing a supply chain manager for a buying supply chain participant;
 - 3 b) granting authority to the supply chain manager to negotiate supply agreements
 - 4 between a selling supply chain participant and the supply chain manager on behalf
 - 5 of the buying supply chain participant;
 - 6 c) entering into the supply agreement, wherein the supply agreement has provisions
 - 7 including i) establishing a contract price for the good, and ii) requiring the selling
 - 8 supply chain participant to bill the buying supply chain participant at an invoice
 - 9 price to be determined by the supply chain manager; and
 - 10 d) establishing an invoice price for the good at various times during the term of the
 - 11 supply agreement.
- 1 2. The method of claim 1, further comprising collecting the invoice price from the at
- 2 least one buying supply chain participant.
- 1 3. The method of claim 2, wherein the billing and collecting are performed at the
- 2 direction of the supply chain manager.
- 1 4. The method of claim 1, wherein an overpayment to a selling supply chain
- 2 participant for a commodity is reconciled by paying the difference between the
- 3 corresponding contract price and the corresponding invoice price to the supply
- 4 chain manager.
- 1 5. The method of claim 1, wherein an underpayment to a selling supply chain
- 2 participant for a commodity is reconciled by paying the difference between the

3 corresponding invoice price and the corresponding contract price to the selling
4 supply chain participant.

1 6. A method for generating revenue, comprising:

- 2 a) appointing a supply chain manager for a buying supply chain participant;
- 3 b) granting authority to the supply chain manager to negotiate supply agreements
4 between a selling supply chain participant and the supply chain manager on behalf
5 of the buying supply chain participant;
- 6 c) entering into the supply agreement, wherein the supply agreement has provisions
7 including i) establishing a contract price for the good, and ii) requiring the selling
8 supply chain participant to bill the buying supply chain participant at an invoice
9 price to be determined by the supply chain manager; and
- 10 d) establishing an invoice price for the good at various times during the term of the
11 supply agreement.

1 7. The system of claim 6, further comprising logic for collecting the invoice price
2 from the at least one buying supply chain participant.

1 8. The system of claim 7, wherein the billing and collecting are performed at the
2 direction of the supply chain manager.

1 9. The system of claim 6, wherein an overpayment to a selling supply chain
2 participant for a commodity is reconciled by paying the difference between the
3 corresponding contract price and the corresponding invoice price to the supply
4 chain manager.

1 10. The system of claim 6, wherein an underpayment to a selling supply chain
2 participant for a commodity is reconciled by paying the difference between the
3 corresponding invoice price and the corresponding contract price to the selling
4 supply chain participant.

1 11. A method for generating revenue, comprising:
 2 a) appointing a supply chain manager for a buying supply chain participant;
 3 b) granting authority to the supply chain manager to negotiate supply agreements
 4 between a selling supply chain participant and the supply chain manager on behalf
 5 of the buying supply chain participant;
 6 c) entering into the supply agreement, wherein the supply agreement has provisions
 7 including i) establishing a contract price for the good, and ii) requiring the selling
 8 supply chain participant to bill the buying supply chain participant at an invoice
 9 price to be determined by the supply chain manager; and
 10 d) establishing an invoice price for the good at various times during the term of the
 11 supply agreement.

1 12. The computer program product of claim 11, further comprising computer code for
 2 collecting the invoice price from the at least one buying supply chain participant.

1 13. The computer program product of 12, wherein the billing and collecting are
 2 performed at the direction of the supply chain manager.

1 14. The computer program product of claim 11, wherein an overpayment to a selling
 2 supply chain participant for a commodity is reconciled by paying the difference
 3 between the corresponding contract price and the corresponding invoice price to
 4 the supply chain manager.

1 15. The computer program product of claim 11, wherein an underpayment to a selling
 2 supply chain participant for a commodity is reconciled by paying the difference
 3 between the corresponding invoice price and the corresponding contract price to
 4 the selling supply chain participant.